

10. **Approve First Renewal for RFP-4104-01/GG – Snacks, Drinks and Hot/Cold Food Vending Services Agreement with Snack Time Vending Inc., Longwood (February 27, 2003 through February 26, 2004) and approve a 5 cent increase in vending machine snack prices.**

RFP-4104-01/GG provides for food vending services (snacks, drinks and hot/cold sandwiches) in the Courthouse, Public Safety Building and the County Services Building. The contract provides for a 3% commission paid to the County on gross sales of beverages and snacks. There is no commission paid on Hot/Cold Food Items.

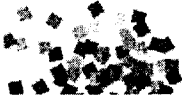
This project was publicly advertised; six (6) packages were solicited and the County received two (2) submittals. The contract was awarded to Snack Time as the overall best value based on the evaluation factors of food quality, service, experience, and percent commission offered.

Snack Time Vending, Inc., Longwood has agreed to renew their agreement for the period of February 27, 2003 through February 26, 2004 at the current commission rate, terms and conditions of the original contract with the following provision.

Due to increased costs from their suppliers, they are requesting an increase of 5 cents on their snack machine items (Chips, Crackers, Candy, Cookies, Pastry, Gum and Mints). To support their request, Snack Time submitted documentation substantiating their increased costs.


Purchasing and Contracts conducted an analysis of the documentation provided and has determined the requested 5-cent increase is fair and reasonable. The analysis showed that, for the requested items, Snack Time is paying an average of 11% more per item while the requested average price increase in the vending machine is 8% per item. Further, the net increase realized by Snack Time after paying the County's commission works out to an average of only 7.5% per item. Finally, Snack Time has also documented costs increases for Drinks and Hot/Cold Food items; but has agreed to absorb those costs with no increase in the vending machine price.

Fiscal Services /Purchasing and Contracts Division and Administrative Services/Support Services recommend the Board to approve the renewal with the price increase, and authorize the Purchasing and Contracts Division to notify the Contractor of such action.



Gloria Garcia

01/06/2003 09:52 AM

To: Angi Thompson/Seminole@Seminole
cc: Meloney Lung/Seminole@Seminole
Subject: Re: Snack Time Price Increase request 

Hi, Angi, and HNY 2003!

I received the correspondence from Snack Time - I don't foresee any problem. Attached is the renewal memo for Meloney's approval. Talk to you later.

*Gloria M. García, CPPB ~ Senior Procurement Analyst
Seminole County Government
Fiscal Services/Purchasing & Contracts
1101 East First Street ~ Sanford, FL 32771
(407) 665-7123 phone ~ (407) 665-7956 fax*



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Angi Thompson



Angi Thompson

01/06/2003 08:51 AM

To: Gloria Garcia/Seminole@Seminole
cc: Meloney Lung/Seminole@Seminole
Subject: Snack Time Price Increase request

Gloria,

Bill from Snack Time copied me on the letter he sent to you regarding the increase request. Per my voice mail from last week while you were out, the contract allows for increases so long as they are based on an increase received from their suppliers. Please advise as to how to proceed on this. Thank you.

Angi Thompson, Principal Analyst
Support Services
200 W. County Home Road
Sanford, FL 32773-6179
407/665-5250
407/665-5255 fax



MEMORANDUM

January 6, 2003

TO: Meloney Lung – Support Services Manager

FROM: Gloria M. García, CPPB - Senior Procurement Analyst

SUBJECT: First Renewal of RFP-4104-01/GG - Snacks, Beverages, Hot/Cold Food Vending

& Services for County Services, Courthouse,
Public Safety/Sheriff's Office Buildings

The referenced term contract expires on February 26, 2003. Please advise on or before January 13, 2003 whether it is your desire to renew these Term Agreement for an additional twelve (12) month period.

Should you **not** recommend renewal for an additional twelve (12) month period with Snack Time Vending, Inc, Longwood, but require the services/goods be provided on a continuing basis, please state the reason for non-renewal.

* Please renew RFP-4104-01-GG for an additional twelve (12) month period

➤ Do not renew RFP-4104-01-GG

➤ Other: _____

Meloney Lung 1/6/03
Meloney Lung Date

GMG



Complete Food & Beverage Service

1/07/03

Gloria M. Garcia
Senior Procurement Analyst
Purchasing and Contracts

Subject: NOTICE OF FIRST RENEWAL

RFP-GG Agreement for Snacks, Beverages, Hot/Cold Food
Vending Services for County Services, Courthouse, &
Public Safety/Sheriff's Office Buildings

Dear Ms Garcia:

Listed below is the current and proposed pricing for the snack vending machines. Please see some of the letters we have received from our suppliers with price increases. Frito Lay passed a 1 cent per unit increase in September and both Coke and Pepsi are negotiating a price increase that as of today has not been finalized.

We believe that a 5 cent increase on our snack machines would be all that is necessary.

	Current Pricing	Proposed Pricing
Lss Chips -	.75	.80
Chips	.55	.60
Crackers	.50	.55
Candy	.65	.70
Cookies	.75	.80
Pastry	.75	.80
Gum/Mints	.50	.55

We appreciate your business very much and thank you for your help in this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Bill Blauvelt".

Bill Blauvelt

To: All Masterfoods USA Sales Associates /
All Broker Account Executives

7 December 2002

From: Paul Viliesis



Subject: Masterfoods USA Pricing Action

Masterfoods USA – A Mars, Incorporated Company announces a price increase to the items listed in the table:

Items	Old UNIT List Price	New UNIT List Price
Box Pack Singles on the following Brands:		
01101 MILKY WAY® Bar		
01202 SNICKERS® Bar		
11107 SNICKERS CRUNCHER™ Bar		
01103 3 MUSKETEERS® Bar		
01104 MILKY WAY® Midnight Bar		
01105 SNICKERS® Almond Bar		
11121 TWIX® Peanut Butter Cookie Bars		
01123 TWIX® Caramel Cookie Bars		
01128 M&M's® Almond Chocolate Candies		
01231 M&M's® Milk Chocolate Candies		
01232 M&M's® Peanut Chocolate Candies		
11140 M&M's® Crispy Chocolate Candies		
01244 M&M's® Peanut Butter Chocolate Candies	\$0.325	\$0.360
03237 M&M's® MINIS® Milk Chocolate Candies Tubes		
01151 STARBURST® Original Fruit Chews		
01155 STARBURST® California Fruit Chews		
01246 STARBURST® Tropical Hard Candy		
01249 STARBURST® Original Hard Candy		
01156 STARBURST® Tropical Fruit Chews		
11154 STARBURST® Sour Fruit Chews		
01160 SKITTLES® Bite Size Candies		
01162 SKITTLES® Bite Size Candies Wild Berry		
01163 SKITTLES® Bite Size Candies Tropical		
01266 Sour SKITTLES® Bite Size Candy		
11110 SNICKERS® MUNCH® Bar		
01226 DOVE® Dark Chocolate		
11226 DOVE® Milk Chocolate		
Multi-Pack Six Packs on the following Brands:		
01601 MILKY WAY® Bar	\$1.95	\$2.16
01602 SNICKERS® Bar		
01603 3 MUSKETEERS Bar		
01605 SNICKERS® Almond Bar		
01623 TWIX® Caramel Cookie Bars		
Palletized Displays of Singles on the following Brands:		
61102 SNICKERS® Bar		
61107 SNICKERS CRUNCHER™ Bar		
01323 TWIX® Caramel Cookie Bars	\$0.325	\$0.360
61131 M&M's® Milk Chocolate Candies		
61132 M&M's® Peanut Chocolate Candies		
61232 M&M's® Peanut Chocolate Candies		
61351 STARBURST® Original Fruit Chews		
61360 SKITTLES® Bite Size Candies		

Items		Old UNIT List Price	New UNIT List Price
Palletized Displays of the following:			
61287	Chocolate Bar Variety Pack Singles	\$3,003.00	\$3,326.40
39889	Chocolate Bar Variety Pack 30 Count	\$3,510.00	\$3,888.00
62258	Sugar 30ct Singles Variety Pack	\$3,432.00	\$3,801.60
Box Pack Singles in Displayable Cases:			
12001	MILKY WAY® Bar	\$0.325	\$0.360
12003	3 MUSKETEERS Bar		
12004	MILKY WAY® Midnight Bar		
12005	SNICKERS® Almond Bar		
12021	TWIX® Peanut Butter Cookie Bars		
12028	M&M's® Almond Chocolate Candies		
12040	M&M's® Crispy Chocolate Candies		
12044	M&M's® Peanut Butter Chocolate Candies		
12037	M&M's® MINIS® Milk Chocolate Candies Tubes		
12055	STARBURST® California Fruit Chews		
12049	STARBURST® Original Hard Candy		
12056	STARBURST® Tropical Fruit Chews		
12054	STARBURST® Sour Fruit Chews		
12062	SKITTLES® Bite Size Candies Wild Berry	\$0.325	\$0.360
12063	SKITTLES® Bite Size Candies Tropical		
12066	Sour SKITTLES® Bite Size Candy		
COMBOS® Snacks Singles			
71471	COMBOS® Snacks Cheddar Cheese Pretzel	\$0.325	\$0.360
71472	COMBOS® Snacks Nacho Cheese Pretzel		
71473	COMBOS® Snacks Pepperoni Pizza Cracker		
71474	COMBOS® Snacks Cheddar Cheese Cracker		
71475	COMBOS® Snacks Pizzeria Pretzel		
21181	COMBOS® Snacks Variety Pack – 18 count	\$0.325	\$0.360
Box Pack Singles in Displayable Cases:			
13171	COMBOS® Snacks Cheddar Cheese Pretzel	\$0.325	\$0.360
13172	COMBOS® Snacks Nacho Cheese Pretzel		
13174	COMBOS® Snacks Cheddar Cheese Cracker		
13175	COMBOS® Snacks Pizzeria Pretzel		
61381	COMBOS® Snacks Variety Pack Pallet	\$0.325	\$0.360

Prices of all other Masterfoods USA Snack Food items will remain the same. All orders received or postmarked on or before Friday, 6 December 2002 calling for delivery on or before Saturday, 21 December 2002 will be invoiced at the old price. Orders received or postmarked on or before Friday, 6 December 2002 calling for delivery after Saturday, 21 December 2002 will be invoiced at the new higher price. All orders received after Friday 6 December 2002 will be invoiced at the new higher price.

Rationale:

Effective Monday, 9 December 2002, Masterfoods USA will institute a 10% price increase on all single size confectionery and snack food products. Our last price increase on Confectionery Singles was seven years ago (December 1995). Since that time, we have incurred significant increases in our costs of doing business including raw materials, labor and transportation costs. During this same time period (1995-2002), costs of food, beverages and other consumer prices have risen by approximately 18%, as measured by the Consumer Price Index (CPI), a key economic indicator.

Masterfoods USA remains committed to producing the highest-quality, best-tasting snack food products that provide consumers with exceptional value for their money.

RFP-4104-01/GG

ANALYSIS OF PROPOSED INCREASES IN VENDING MACHINE PRICES

ITEMS	CURRENT PRICE	CURRENT NET	PROPOSED PRICE	PROPOSED NET	PRICE INCREASE	% PRICE INCREASE	NET INCREASE	% NET INCREASE
Candy Bars	\$0.6500	\$0.6305	\$0.7000	\$0.6790	\$0.0500	7.6923%	\$0.0485	7.1429%
Crackers	\$0.5000	\$0.4850	\$0.5500	\$0.5335	\$0.0500	10.0000%	\$0.0485	9.0909%
Pastries	\$0.7500	\$0.7275	\$0.8000	\$0.7760	\$0.0500	6.6667%	\$0.0485	6.2500%
Lss Chips	\$0.7500	\$0.7275	\$0.8000	\$0.7760	\$0.0500	6.6667%	\$0.0485	6.2500%
Chips	\$0.5500	\$0.5335	\$0.6000	\$0.5820	\$0.0500	9.0909%	\$0.0485	8.3333%
Cookies	\$0.7500	\$0.7275	\$0.8000	\$0.7760	\$0.0500	6.6667%	\$0.0485	6.2500%
Gum/Mints	\$0.5000	\$0.4850	\$0.5500	\$0.5335	\$0.0500	10.0000%	\$0.0485	9.0909%
AVERAGE INCREASES						8.1119%		7.4869%

NOTES:

- 1) No increase in prices for canned or bottled drinks and sandwiches or misc. food items.
- 2) Vendor has documented cost increases averaging 10.769%.
- 3) "Net" after 3% commission paid to County.